

Climate Wise

... is a unique partnership that can help you turn energy efficiency and environmental performance into a corporate asset. Join us in identifying creative ways to streamline operations and prevent pollution.

- We'll help you develop a portfolio of actions that save you money, improve productivity, and protect the environment.
- We'll put you in touch with technical and financial resources to “jump start” your energy efficiency and pollution prevention projects.



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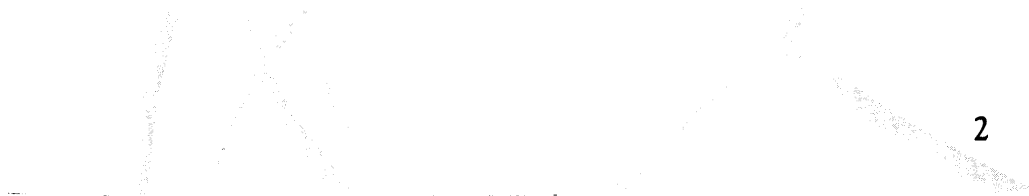
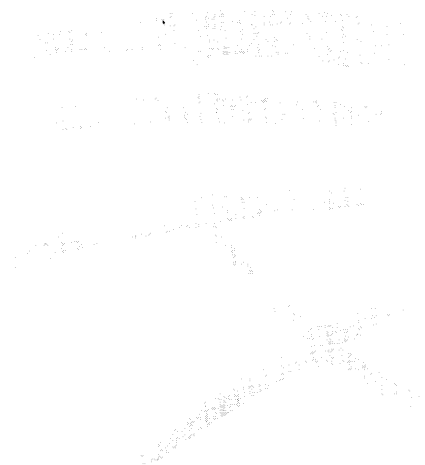
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Through Climate Wise, you'll find out how other companies are cutting energy costs, improving processes, reducing wastes, and - realizing productivity gains.

► The program brings together some of the best minds from industry, government, R&D organizations, and financial institutions to find creative ways to improve industrial efficiency.

► Climate Wise works with companies to implement cost-effective actions—providing technical assistance, financing information, and public recognition.

► Climate Wise cosponsors innovative “showcase” projects that demonstrate significant greenhouse gas emissions reduction for replication by other companies.



What Partners Agree To

Climate Wise Partners agree to (1) initiate, (2) expand, or (J) accelerate a set of cost-effective measures to improve efficiency and protect the environment. Our Partners are significantly improving their bottom line as they

Improve equipment and processes

- Optimize boiler efficiency
- Improve air compressor systems
- Use and maintain steam traps
- Insulate piping and heat generating equipment.

Utilize fuel switching and best management practices

- Cogenerate
- Use renewable energy
- Eliminate waste heat
- Reduce vehicle fleet and employee trips.

Integrate efficiency in new product design and manufacturing

- Engineer energy-efficient production processes
- Design energy-efficient products
- Use recycled materials in products
- Develop products that are easy to recycle
- Recycle waste streams as feedstock.

Participate in other partnership programs, such as

- Green Lights
- Waste Wi\$e
- Motor Challenge
- NICE³.



Partners are also encouraged to undertake the following management support actions:

- ▶ Publish a corporate **policy**—**making** energy **efficiency** and environmental protection a priority can create a competitive advantage for your organization, now and in the future.
- ▶ Spread the word to and involve **employees**—solicit- ing employee input to identify actions builds program support, leads to measurable and meaningful results, and boosts morale.
- ▶ Designate an energy management team—bringing together key personnel from your company’s engineering, management, marketing, and financial departments can optimize results and lead to company-wide savings.



How to Join

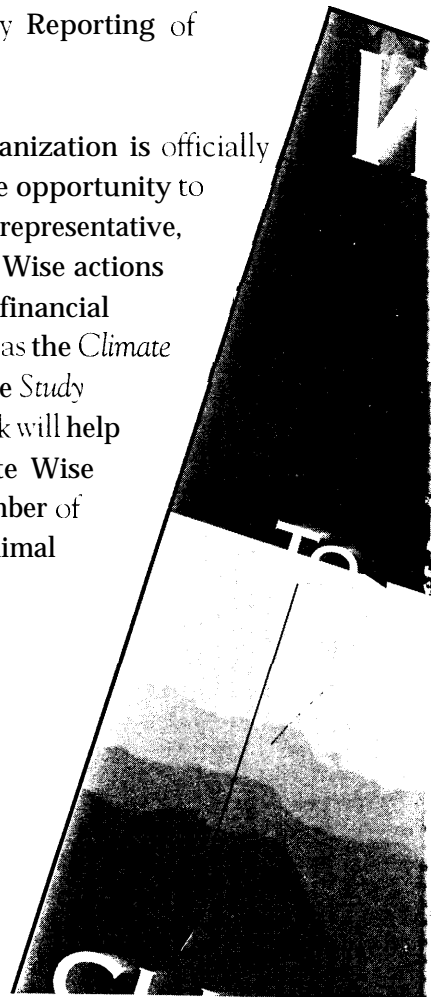
Joining Climate Wise is an easy and productive three-step process:

Step #1: Complete a *Climate Wise Partnership Agreement*. This simple one-page form asks you to designate a Climate Wise contact and agree to

- ☐ Establish a process for identifying and subsequently implementing cost-effective energy efficiency and pollution prevention actions
- ☒ Submit a *Climate Wise Action Plan* within 6 months.
- ☐ Annually report the results of your actions to EPA and DOE through the Voluntary Reporting of Greenhouse Gases Program.

Once you sign the agreement, your organization is officially on board. As a participant, you'll have the opportunity to work with a Climate Wise Codirector or representative, who can help you shape specific Climate Wise actions and put you in touch with technical and financial resources, as needed. Program tools such as the *Climate Wise opportunities Assessment Guide*, *Case Study Compendium*, and peer exchange network will help you identify cost-effective options. Climate Wise companies often are surprised by the number of improvements they can make with a minimal capital investment.

If your organization already has a well-developed strategy and implementation infrastructure, you may opt to skip directly to step #2.



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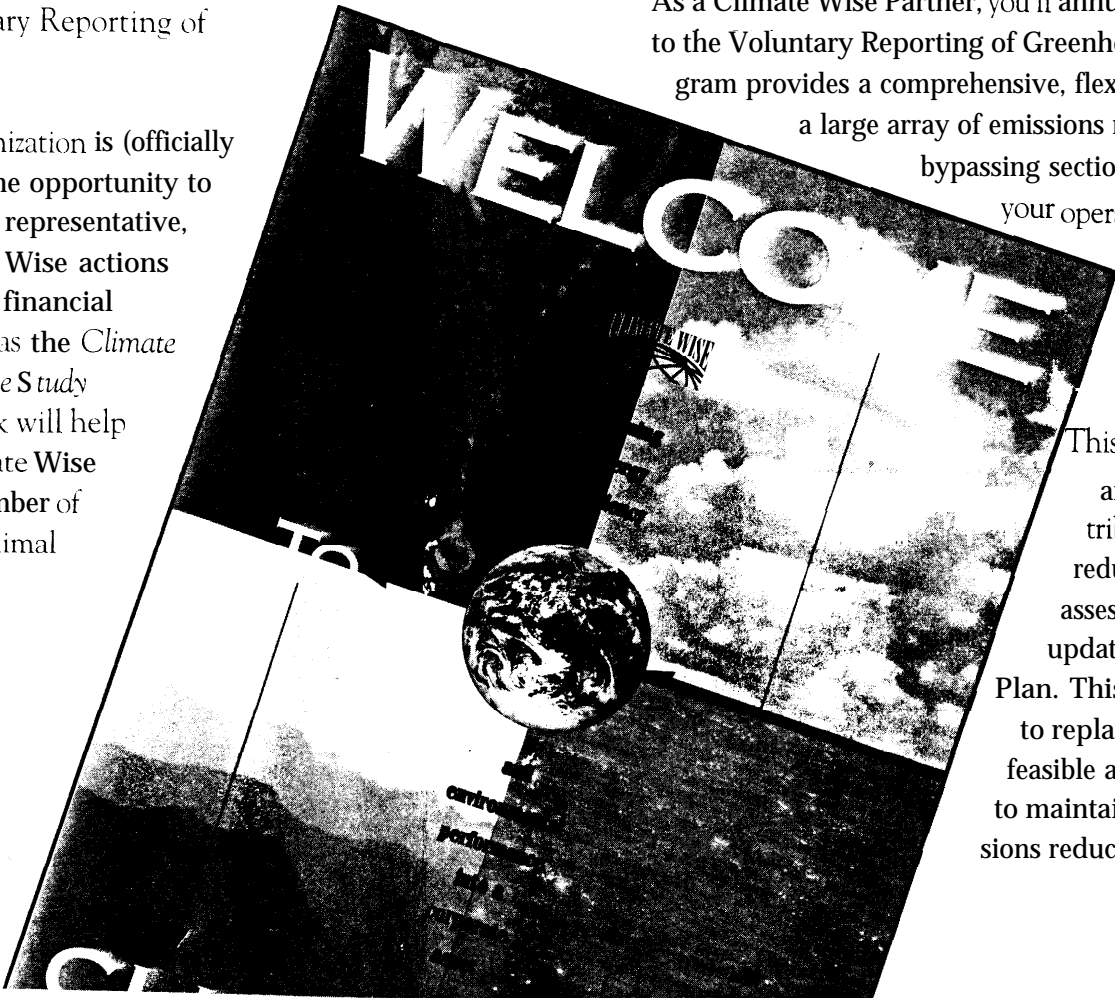
Step #2: Submit a Climate Wise Action Plan. This plan is your strategy for increasing efficiency and reducing emissions. In the plan you

- Identify emissions reduction actions and implementation methods
- Indicate whether actions are new, accelerated, or expanded
- Identify technical assistance needs.

Step #3: Report results and strive for continuous improvement. As a Climate Wise Partner, you'll annually report your achievements to the Voluntary Reporting of Greenhouse Gases Program. The program provides a comprehensive, flexible platform for you to report a large array of emissions reduction projects while

bypassing sections that are not applicable to your operations. During your initial reporting cycle, you may also include existing projects that were initiated by your company after 1990 but prior to enrollment.

This will allow you to track and be recognized for past contributions to national emissions reduction goals. As you annually assess results, you may opt to update and refine your Action Plan. This gives you the opportunity to replace actions that are no longer feasible and add new actions in order to maintain or exceed original emissions reduction targets.



How You Benefit

As a Climate Wise Partner you'll

1

Save Money

Implementing a Climate Wise energy efficiency and pollution prevention strategy will save you money. Efficiency measures can reduce your company's utility bills and help streamline operations, improve productivity, and reduce waste. By the year 2000, current Climate Wise companies expect to save more than \$80 million annually.

2

Get Technical Assistance

Climate Wise can provide technical assistance by connecting your organization with Federal agencies; national laboratories; utilities; trade associations; and State and local energy, pollution prevention, and economic development offices. Assistance may include support for conducting opportunities assessments, designing and implementing projects, and tracking and calculating emissions reduction and energy use.

3

Exchange Information with Industry leaders

As a Partner, you can participate in Climate Wise business-to-business exchange workshops to find out how other leading companies have improved their profitability, productivity, and environmental performance.

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learn About Financial Assistance

Climate Wise is developing a portfolio of financial resources and providers that can help you make your strategy a reality. Sources include Small Business Administration (SBA) guaranteed loans, low-interest buy-clowns from State providers, State tax credits, utility programs, and private-sector financing opportunities. For example, (1) the Nebraska Dollar and Energy Saving Loan Program, a partnership between the State's Energy Office and financial institutions, provides low interest loans (up to \$250,000) to eligible Climate Wise partners; and (2) through the Colorado Climate Wise Pilot, SBA helps market Climate Wise to companies and private lenders and guarantees private-sector loans for Climate Wise projects.

5

Get Recognition for Your Efforts

Your program commitments and results, technology breakthroughs, and continuous improvement can help boost your corporate image. Climate Wise-sponsored national and local signing ceremonies and awards programs, participant-sponsored media events, and other promotional activities provide an opportunity to recognize these achievements. On-site ceremonies also can stimulate your workforce.

How Climate Wise Is Paying Off

Climate Wise efficiency improvements are well under way. Our Partners currently represent almost 4% of U.S. industrial energy use. What's more, energy efficiency and pollution prevention actions are producing tangible results.

- ▶ **DuPont** estimates that its actions will reduce greenhouse gas emissions equivalent to 18 million metric tons of carbon dioxide by the year 2000. DuPont's energy efficiency improvements include switching boiler fuels, improving steam balance and decreasing waste heat, and optimizing system performance in aeration blowers. Their actions are already producing savings of \$31 million annually.
- ▶ **Fetzer Vineyards** envisions being 100% solar-powered by 2015 and reducing power usage more than 50 percent by 2050-even with anticipated growth. In addition, Fetzer plans to implement a range of pollution prevention measures including increasing use of recyclable materials and using electric or natural-gas-powered service vehicles.
- ▶ **Georgia-Pacific** is establishing energy management teams, improving boiler controls and operations, reducing waste wood sent to landfills, and increasing carbon sequestration through forestry programs.
- ▶ **AT&T** forecasts that its Climate Wise commitments will save the company \$50 million each year and offset emissions equivalent to reducing 110,000 tons of carbon dioxide by the year 2000.

